



## 2023 PARTNERSHIP REFERENCE GUIDE

Hotel Madison is proud to be The Official Hotel of James Madison University! We are pleased to share our new reference guide with our JMU Friends and Family. Our relationship with the University and its partners is paramount to our success. We appreciate JMU's primary consideration for overnight accommodations and meeting space when campus options are not available.

### Do you know what your partner offers?

21,000 sq.ft. of flexible meeting and event space divisible into 11 rooms  
4,500 sq.ft. of pre-function space  
230 guestrooms, 50 of which feature fully equipped kitchens for extended stays  
Complimentary in-room WiFi  
Complimentary and private business center  
Fitness center, indoor saltwater pool, and guest laundry  
Full-service restaurant, lobby bar, and coffee shop

Hotel Madison also offers special transient pricing and a reservations team dedicated to providing personal service to JMU!

### **Room Rates – JMU DIRECT BILL\* – State Per Diem**

Requests must be made from a "jmu.edu" email address and sent to [jmu@hotelmadison.com](mailto:jmu@hotelmadison.com) \*\*Please include check-in date, checkout date, first and last name, email, and phone number of your guest in your email as well as department for billing (Hotel Madison does not recognize your internal ORG code)\*\*

**Sunday-Thursday:** \$98/night King/Double Queen Deluxe Rooms, \$128/night Suites

**Friday and Saturday:** \$147/night King/Double Queen Deluxe Rooms, \$177/night Suites

Direct Bill reservations include complimentary parking.

*\*\*For stays longer than 7 days, further discounts can apply\*\**

### **Room Rates – JMU EMPLOYEE AND FACULTY\* – 12% Discount off Standard Daily Rate**

Reservations can be made online by using discount code "JMUEMP" or by calling 540-564-0200 ext 2. To avoid cancellations, reservations must have a JMU email address (@jmu.edu) entered. JMU employees receive a 10% discount at Montpelier Restaurant, Quills lobby bar and grace+main coffee shop with valid JMU ID (excludes alcohol).

### **Room Rates - JMU FRIENDS AND FAMILY\* – 8% Discount off Standard Daily Rate**

Use discount code "JMUfam" when making your reservation either online or by calling 540-564-0200 ext. 2.

***Please note that the above rates and terms are subject to change without notice; based on availability; discounted rates cannot be combined with any other offer; some blackout dates will apply (ex: graduation, football weekends, move-in, and other high demand times).***

Hotel Madison also offers a JMU Parent Loyalty Program and a JMU Alumni Club. Benefits to JMU parents and alumni include a discount off our Standard Daily Rate. Learn more about these program details as well as other perks and privileges in the top menu of [www.hotelmadison.com](http://www.hotelmadison.com).



## SALES, SERVICE, AND ADMINISTRATION

We aim to create renowned guest experiences and establish meaningful relationships. Our team of high-performing hospitality professionals are ready to assist you with your questions and welcome your feedback.

To reserve a Hotel room which is to be direct billed to JMU, please email:

**JMU Direct Line**  
[jmu@hotelmadison.com](mailto:jmu@hotelmadison.com)

For accounting and billing related questions or concerns, please contact:

**Caleb L. Shifflett**  
*Senior Accounting & Revenue Manager*  
[cshifflett@hotelmadison.com](mailto:cshifflett@hotelmadison.com)  
(O) 540-214-2274  
(M) 540-217-7320

For group inquiries, reservations, or general questions, please contact:

**Kristi Saunders**  
*Regional Sales Manager*  
[ksaunders@dpmhotels.com](mailto:ksaunders@dpmhotels.com)  
(M) 804-514-0433

**David Herscher (Athletics Only)**  
*Senior Sales Manager*  
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**Jeff Cicatko**  
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**Tori Bruce**  
*Sales Coordinator*  
[tbruce@hotelmadison.com](mailto:tbruce@hotelmadison.com)  
(O) 540-214-2283

For catering, conference center, and special events, please contact:

**Rhoda Rull**  
*Director of Catering & Conference Services*  
[rull@hotelmadison.com](mailto:rull@hotelmadison.com)  
(O) 540-214-2275  
(M) 609-540-1311